

HOW TO BUY A HOME...



the road to
greater **SECURITY**,
SAVINGS and
SATISFACTION!



TO OWN A HOME IS EVERY FAMILY'S DREAM..

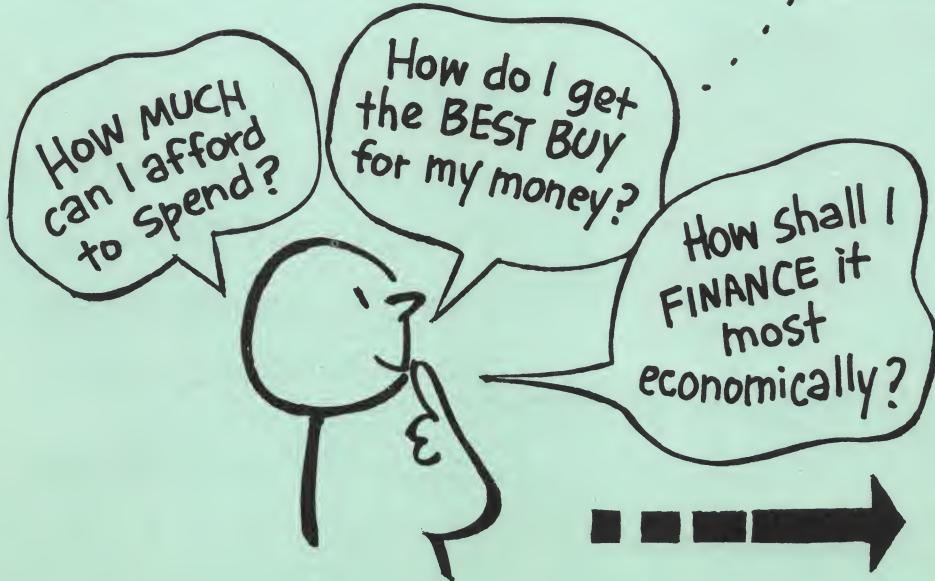
and Americans, who live in the
best homes in the world, are building
better ones at the rate of over
a MILLION a year!



Buying a home is usually
**THE MOST IMPORTANT
INVESTMENT**
a family makes--



SO--it's important to know....



1st-- HOW MUCH HOUSE CAN WE AFFORD

FAMILY BUDGET

HOUSING	\$
FOOD	\$
CLOTHING	\$
UTILITIES	\$
FUEL	\$
MEDICAL CARE	\$
LIFE INS. & SAVINGS	\$
RECREATION	\$
CAR & TRAVEL	\$
PAYMENTS	\$
TAXES	\$
OTHER	\$

NOTE:
most
families
budget

20% to 30%
of income for
housing (rent
or ownership)
... includes
taxes, insurance
and upkeep.



of course,
no two families
are alike.
Ability to buy a
home depends
on such things as

- STEADINESS of **JOB**
- AMOUNT of **SAVINGS**
- PERSONAL **DESIRSES** (travel, etc.)
- NUMBER of **CHILDREN**
- DO-IT-YOURSELF** ABILITY

Rate YOURSELF ON THESE POINTS

a handy rule of thumb
often used is that a
family may be able to spend about

**2½ TIMES ANNUAL INCOME
FOR A HOME--**

Soooo... now we have
decided how much we can
afford to spend ---

**LET'S GO HOUSE
HUNTING**

and get the **BEST BUY** for
our money



So--how about the NEIGHBORHOOD?



(1) Is it NEAR YOUR JOB and YOUR FRIENDS?

Check Here

EXCELLENT

GOOD

FAIR

... by ROADS?

... by BUSES?

... by CABS?

... by RAILROADS?

(yet away from traffic)

(2) Is it a GOOD NEIGHBORHOOD?

Check Here

EXCELLENT

GOOD

FAIR

... QUIET? ... WELL KEPT?

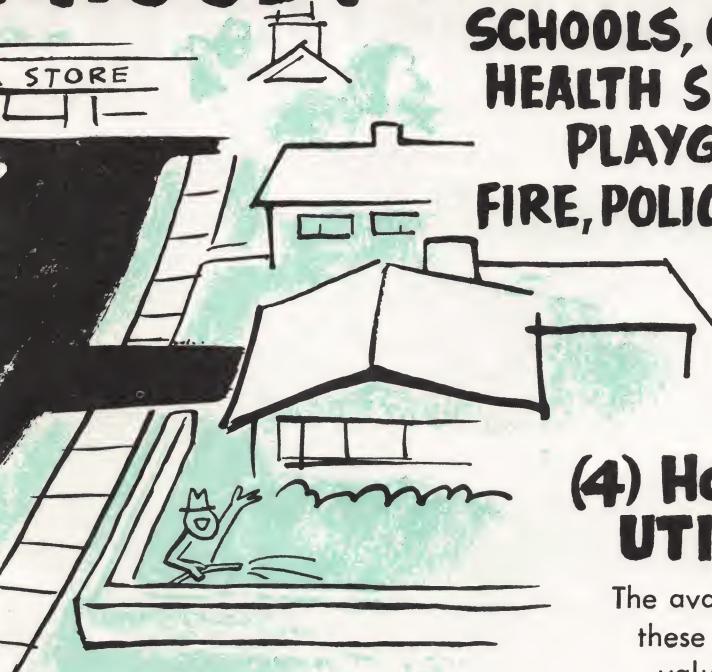
... SAFE? ... CONGENIAL?

... ZONED? ... HOMEOWNERS?

Talk to some of the neighbors --
find out what they think
about their neighborhood

RHOOD?

(3) Is it NEAR SHOPS,
SCHOOLS, CHURCHES,
HEALTH SERVICES,
PLAYGROUNDS,
FIRE, POLICE DEPTS.?



- EXCELLENT
- GOOD
- FAIR

(4) How about
UTILITIES?

The availability of all
these services affect the
value of your home



	Yes	No
WATER	<input type="checkbox"/>	<input type="checkbox"/>
ELECTRICITY	<input type="checkbox"/>	<input type="checkbox"/>
GAS	<input type="checkbox"/>	<input type="checkbox"/>
TELEPHONE	<input type="checkbox"/>	<input type="checkbox"/>
SEWERS	<input type="checkbox"/>	<input type="checkbox"/>
MAIL DELIVERY	<input type="checkbox"/>	<input type="checkbox"/>
STREET LIGHTS	<input type="checkbox"/>	<input type="checkbox"/>
REFUSE COLLECTION	<input type="checkbox"/>	<input type="checkbox"/>

then--how about the HO

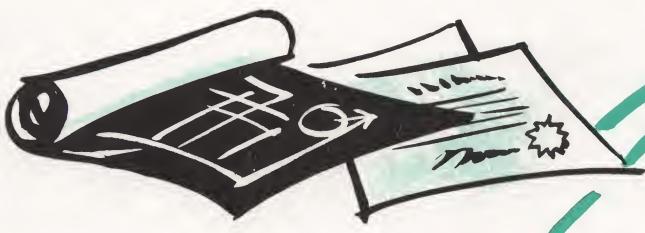
What kind of SOIL?

- DRY?
- WET?
- GOOD TOP SOIL?
- DRAINAGE?
- ROCKY?
- GOOD PLANTING?



How

<input type="checkbox"/> EXCELLENT
<input type="checkbox"/> GOOD
<input type="checkbox"/> FAIR



SIDEWALKS

<input type="checkbox"/>

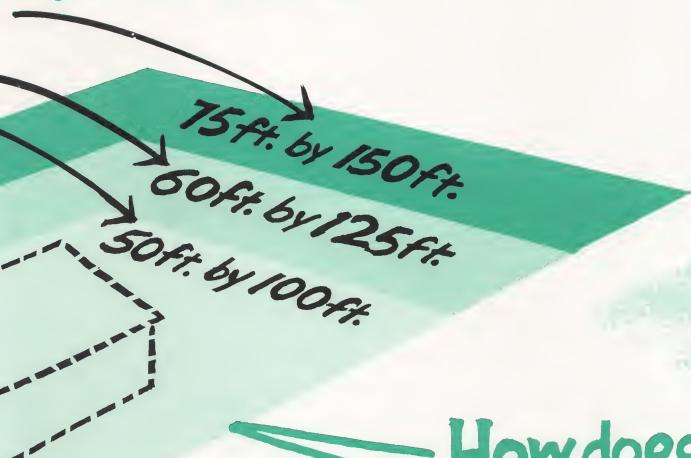
CHECK before you buy...

- the DEED -- have your lawyer O.K. it.
- any RESTRICTIONS -- in deed, zoning, etc.?
- know your BOUNDARIES -- have survey made.
- TAXES and SPECIAL ASSESSMENTS -- what are they?

USE LOT?

big a YARD?

IS IT A GOOD BUY?



How does the lot FIT YOUR NEEDS?

THE GRADE: . . . LEVEL? . . . ROLLING? . . . STEEP?



GOOD



FAIR



EXCELLENT

EXPOSURE: . . . WINDY? . . . SUN and SHADE?



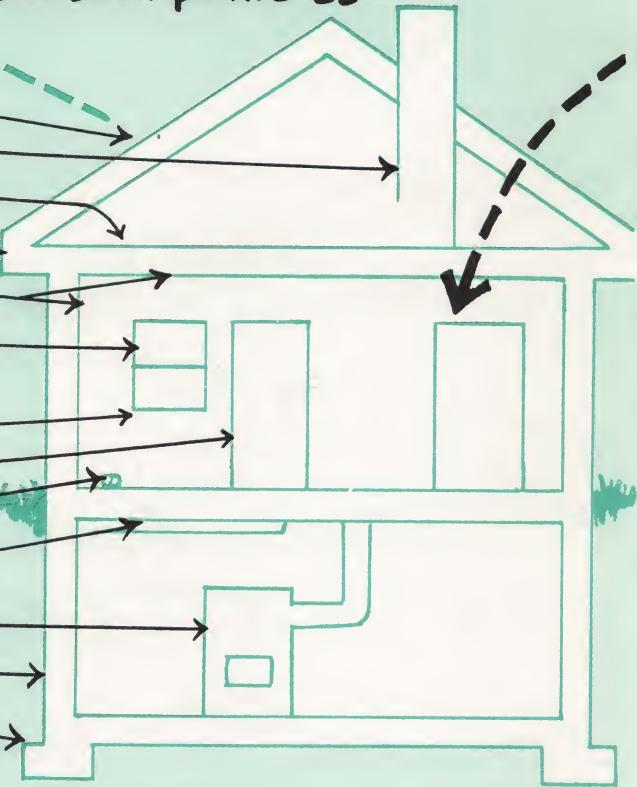
The cost of the land (fully improved)
should usually run not over 1/5 of
your total home investment.....



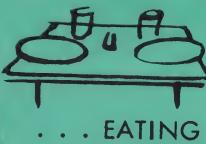
now..how about the

Your Builder or Realtor will help you
check such points as--

- Roof
- Chimney
- Insulation
- Rain Gutters
- Ceilings & Walls
- Windows
- Screens and
Storm Sashes
- Doors
- Wiring
- Plumbing
- Heating Plant
- Sewage Disposal
- Foundation



**DOES THE HOUSE
FIT YOUR
PRESENT
NEEDS FOR..**



... EATING



... COOKING



... CLEANING



... RECREATION

HOUSE itself?

-- and don't forget **CLOSETS!**
(LINENS, CLOTHES, TOYS, TOOLS, LUGGAGE)

A home without enough storage space for the WHOLE family is no bargain at ANY price.

Finally--how does it look
ON THE OUTSIDE?

IS IT A
GOOD
BUY?



Appearance affects value.

Would this house appeal
to other people if you
were to sell it?



--PLUS
PROBABLE
**FUTURE
NEEDS?**



and finally-- how will you



DOWN PAYMENT

from SAVINGS
(or equivalent value
in a house lot)

plus MORTGAGE LOAN

(amount borrowed)
Principal plus interest to
be repaid monthly

...also **\$ CASH** for
preliminary costs and
closing of sale, such as...

APPRAISAL FEES
LEGAL -- title search
SURVEYS -- boundaries
INSURANCE -- share of
TAXES -- share of

If building ...
COST OF PLANS -- architect
LOAN INTEREST -- to pay builder
INSURANCE -- while building

(1) when you
APPLY give...



AMOUNT DESIRED
TERMS & CONDITIONS
CREDIT DATA
PROPERTY DESCRIPTION

(2) Lender will
APPRaise property

(3) ASK lender about...

TERMS -- interest rate, period
PAYMENTS -- monthly due dates
GRACE PERIOD or PENALTY
OTHER COSTS -- taxes, etc.

CLOSING THE SALE --

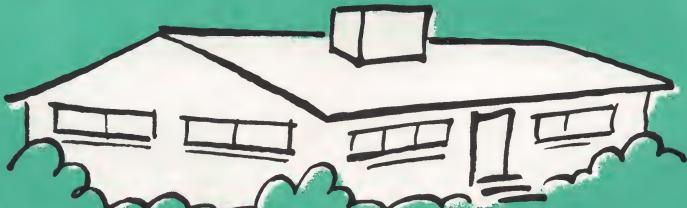
(paper signing day)

(a) pay the
DOWN
PAYMENT

(b) and
PRELIMINARY
COSTS

(c) get
LOAN
FUNDS

FINANCE your home?



equals

PRICE OF HOUSE

Your Builder or Realtor may be able
to help you finance your home.

Consider these
MONTHLY COST FACTORS--after you buy it

1 INTEREST and principal payments	\$ _____
2 TAXES --depends on tax rate and assessment.....	\$ _____
3 INSURANCE --fire, etc.	\$ _____
4 UPKEEP --more for older houses....	\$ _____
TOTAL (approx. monthly cost).....	\$ _____

(d) sign **NOTE, MORTGAGE, RECEIPTS, etc.** (e) get **DEED, TITLE, INSURANCE POLICY COPY**



AND-- before you SIGN UP for the...



check the **REPUTATION**
of the men behind the deal



Take time to find out what
other people think of them--and
--BE SURE BEFORE YOU SIGN!

So... TO BUY YOUR OWN HOME--

you'll need to

- (a) decide **HOW MUCH** you can afford to pay
- (b) decide **WHAT KIND** of home you want
- (c) **FIND THE HOME**--to buy or build
- (d) have **CASH** (or equivalent value of lot)
for a down payment
- (e) have **GOOD CREDIT** to borrow the
balance on a mortgage loan
- (f) be able to make **MONTHLY PAYMENTS**
out of income

--and then enjoy a lifetime of
SATISFACTION
as a home owner!



